

Message Text

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DRAFTED BY EB/ITP/EWT:SCHAAS:CLK

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E.O. 11652: N/A

TAGS: ETRN, ETRD, UR, FR

SUBJECT: FRANCO-SOVIET NEGOTIATIONS ON ATC CONTRACT

REF: MOSCOW 5978

1. REFTEL FIRST INFO WE HAVE RECEIVED ON THOMSON-CSF
DISCUSSIONS WITH SOVIETS TO LICENSE PRODUCTION OF ATC
EQUIPMENT IN USSR. TO OUR KNOWLEDGE, US COMPANIES'
PROPOSALS INCLUDE NO PROVISIONS FOR TRANSFER OF PRODUCTION
CAPABILITY FOR ATC EQUIPMENT TO USSR. FOLLOWING MAY
BE USEFUL BACKGROUND FOR ANY FURTHER EXCHANGES WITH SOVIET
OFFICIALS.

2. WE HAVE INFORMED US COMPANIES THAT LICENSES FOR TURN-
KEY ATC SYSTEM THAT SUPPLIED HARDWARE, ESSENTIAL SOFTWARE
AND ONLY ENOUGH TRAINING FOR ADEQUATE OPERATION AND MAIN-
TENANCE LIKELY TO BE APPROVED. WE WOULD NOT PERMIT US
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FIRMS TO EXPORT PRODUCTION CAPABILITY FOR ATC EQUIPMENT,

SOME OF WHICH IS COCOM-CONTROLLED. THROUGH COCOM CONSULTATIONS, WE EXPECT THESE PROHIBITIONS WOULD APPLY EQUALLY TO ALL POTENTIAL SUPPLIERS. IF ANY ATC TECHNOLOGY IN THOMSON-CSF PROPOSAL WERE OF US ORIGIN IT WOULD BE SUBJECT TO DIRECT US CONTROL.

3. POSSIBILITY THAT NIKITIN'S MENTION OF NEGOTIATIONS WITH THOMSON-CSF DESIGNED IN PART AS BARGAINING TACTIC WITH US FIRMS IS STRENGTHENED BY INDICATIONS AVAILABLE TO US THAT AWARD OF CONTRACT MAY BE DELAYED UNTIL EARLY 1975 DUE TO SOVIETS' LACK OF SPECIFICITY IN HARDWARE/SOFTWARE CONFIGURATION THEY DESIRE. RUSH

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